

Ref :: MD&CEO:SD:457/458/11/12:BNB:2017

January 27, 2017

The Manager  
The Bombay Stock Exchange Ltd.  
Phiroze Jeejeebhoy Towers  
Dalal Street MUMBAI – 400 001

The Manager  
Listing Department  
National Stock Exchange of India Ltd  
EXCHANGE PLAZA, Bandra-Kurla Complex  
Bandra [E] MUMBAI 400051

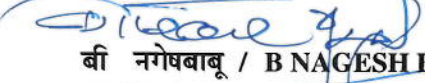
प्रिय महोदय/ Dear Sir,

विषय/ Sub: Analyst / Institutional Investors Meetings - Presentation  
Ref : Regulation 30 of the Listing Regulations, 2015

This is in continuation to our letter MD&CEO:SD:454/455/11/12:BNB:2017, dated January 25, 2017 on the subject matter and attach the Presentation prepared by the Bank for the meetings with the Institutional Investors between the period of January 27, 2017 to January 31, 2017.

धन्यवाद / Thanking you,

भवदीय/ Yours faithfully,

  
बी नगेशबाबू / B NAGESH BABU  
कंपनी सचिव/ COMPANY SECRETARY

सचिवीय विभाग  
प्रबंध निदेशक व मुख्य कार्यकारी अधिकारी सचिवालय  
प्रधान कार्यालय  
112, जे सी रोड बेंगलूर - 560002

Secretarial Department  
MD & CEO's Secretariat  
Head Office  
112 J C Road, Bangalore - 560002

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E-Mail : [hosecretarial@canarabank.com](mailto:hosecretarial@canarabank.com)

[www.canarabank.com](http://www.canarabank.com)

Canara  
INTERNET  
BANKING

Stay Connected  
Save Time



Can MOBILE

Smart Phone ...Smart Banking



केनरा बैंक  
Canara Bank



CORPORATE PRESENTATION – JANUARY 2017

Canara

VEHICLE LOAN

Add Wings  
to your Dreams



Canara  
HOME LOAN

You Dream  
We make it happen



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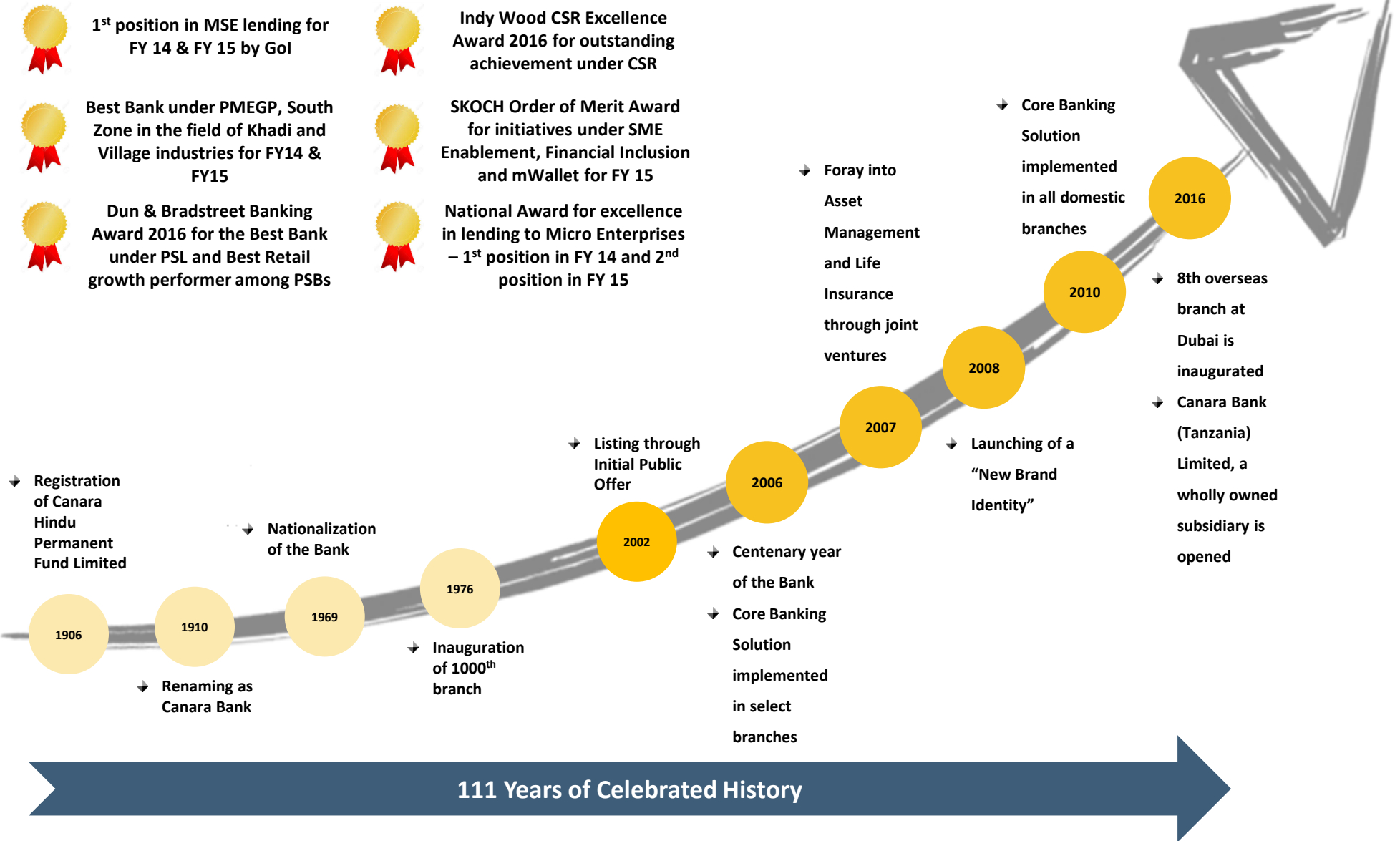
**1 CANARA BANK OVERVIEW**

**2 KEY INVESTMENT HIGHLIGHTS**

**3 ASSET QUALITY**

**4 GROWTH STRATEGIES**

# DECADES OF HISTORY



**111 Years of Celebrated History**

# CANARA BANK OVERVIEW : H1 FY17 HIGHLIGHTS

**Net Advances**

**INR 3,274 bn**



INR Bn

FY 2016	3,250
FY 2015	3,303

**Deposits**

**INR 4,843 bn**



INR Bn

FY 2016	4,797
FY 2015	4,737

**Net Interest Income**

**INR 48 bn**

INR Bn

FY 2016	98
FY 2015	97

**CET-1**

**8.25%**



FY 2016	8.18%
FY 2015	7.37%

**Non Interest Income**

**INR 35 bn**

INR Bn

FY 2016	51
FY 2015	47

**Net Profit**

**INR 7 bn**

INR Bn

FY 2016	(26)
FY 2015	29

**GNPA**

**9.81%**



FY 2016	9.40%
FY 2015	3.89%

**NNPA**

**6.69%**

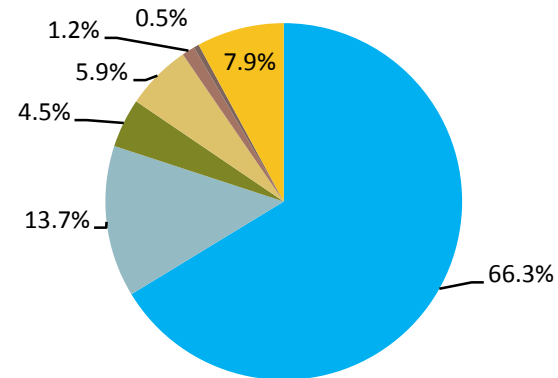


FY 2016	6.42%
FY 2015	2.65%

## Bank Overview

- One of the leading public sector commercial banks in India
- Among the top 5 public sector banks in terms of assets as on March 31, 2016 as per the data published by Indian Banks' Association
- One of the largest nationalized banks in India in terms of total advances and deposits, which is Rs. 8,117.73 billion as of September 30, 2016
- Engaged in a wide variety of banking activities such as:
  - Corporate Lending – Comprises a wide variety of banking activities for large and medium corporations
  - Priority Sector and Retail Sector Lending – Provides funding to Priority & Retail sectors including loans to agriculture, MSME, Housing & Education etc
  - International Banking – Caters to the financial requirements of Indian exporters and importers
  - Other services – Includes services such as asset management, factoring, bancassurance etc

## Shareholding Pattern As On December 31, 2016



■ Govt ■ LIC of India ■ HDFC Trustee ■ FPIs ■ Reliance Life AMC ■ FIs/ Banks ■ Others

## Presence Across the Value Chain

	51.00%		100.00%
	43.45%		69.14%
	70.00%		100.00%
	51.00%		40.00%
	35.00%		35.00%
	100.00%		30.00%

- 1 CANARA BANK OVERVIEW
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- 4 GROWTH STRATEGIES



**1 Strong Brand Recognition & Pan India Presence**

**2 Efficient Use Of Digital Technology**

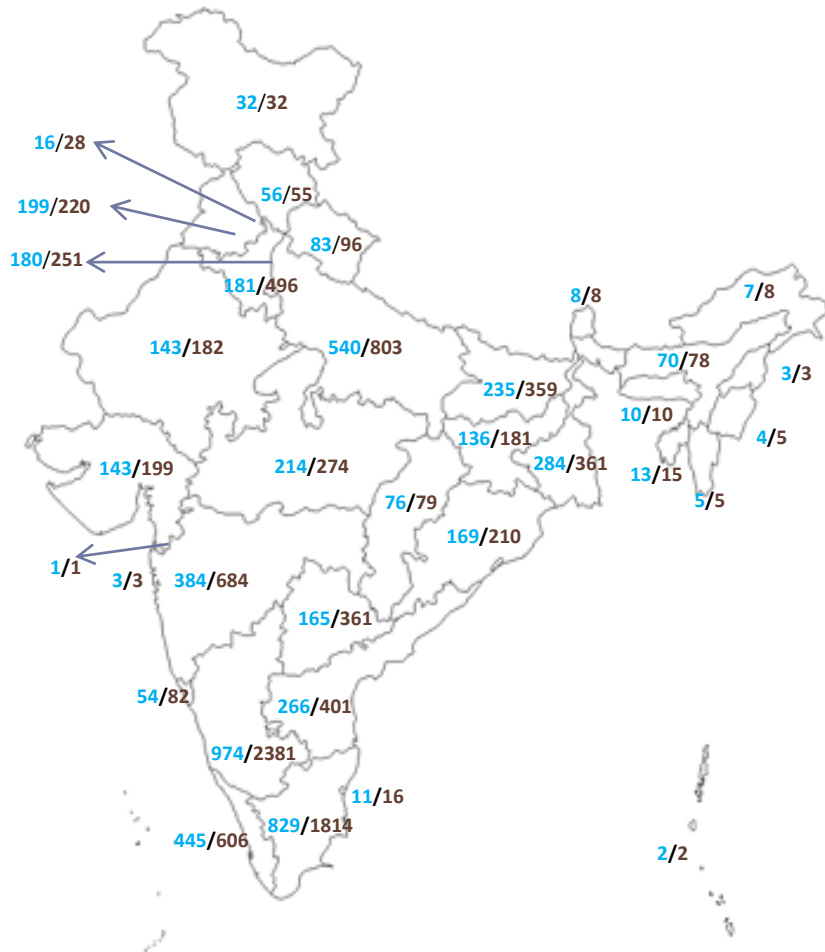
**3 Diversified Credit Portfolio**

**4 Diversified Sources Of Income**

**5 Efficient Asset Liability Management**

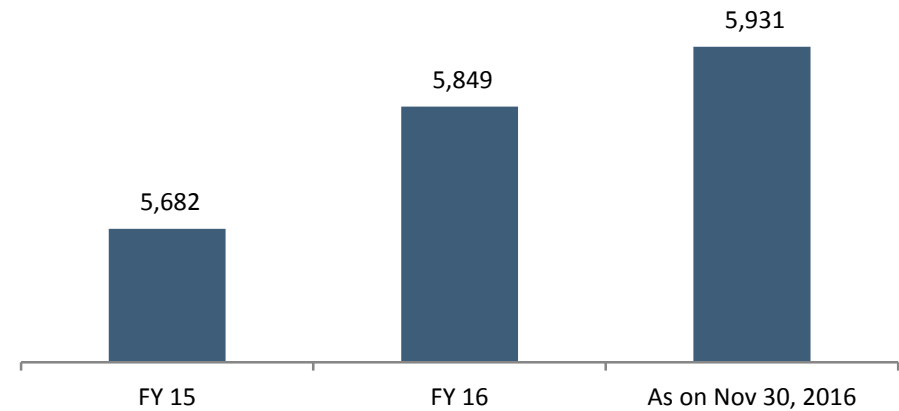
**6 Experienced And Professional Management Team Backed By GoI**

## Pan India Network As On November 30, 2016



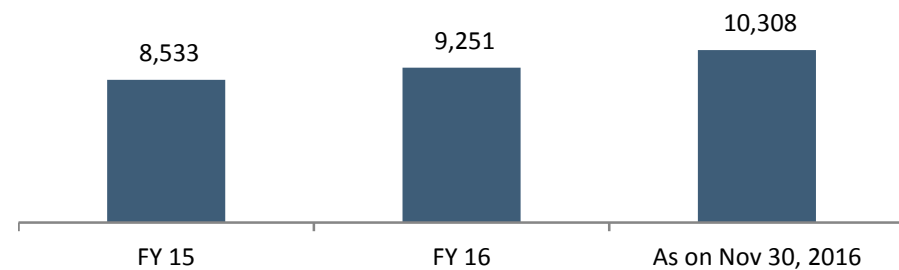
Domestic Branches/ ATMs  
5931/ 10,308

## Domestic Branch Network

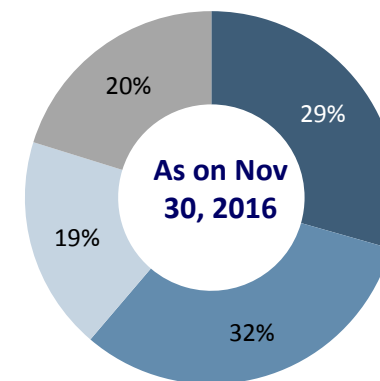
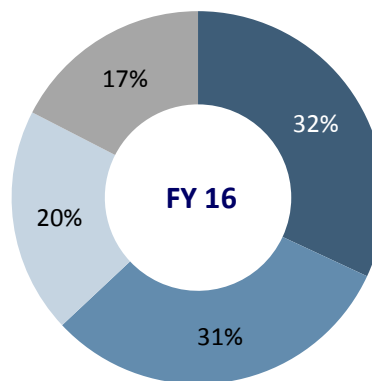
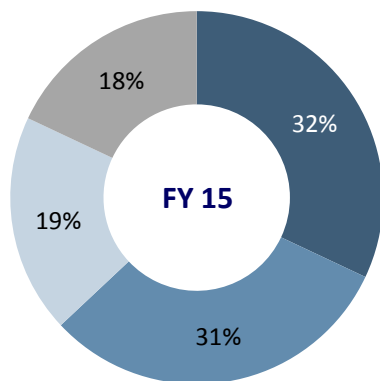


- Bank has 8 overseas branches in Johannesburg, New York, London, Leicester, Shanghai, Manama, Hong Kong & Dubai
- Bank has 182 hi-tech e-lounges in select branches with facilities like Cash Deposit Kiosk with voice guided system, Cheque deposit kiosk etc

## Domestic ATM Network



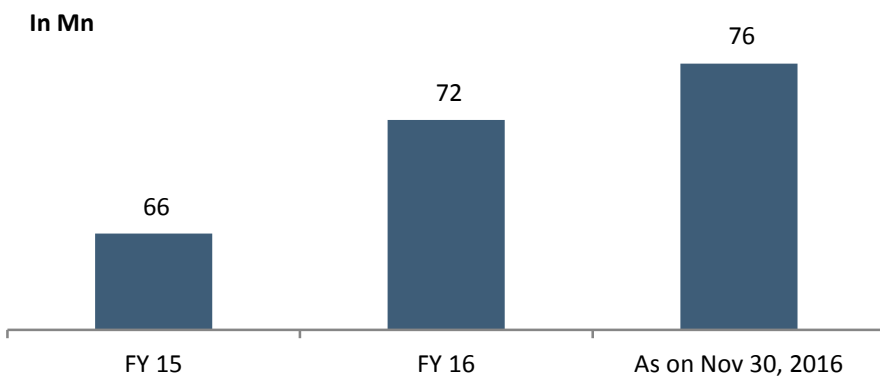
## Branch Foothold In Rural And Semi-Urban Areas



■ Rural   
 ■ Semi-Urban   
 ■ Urban   
 ■ Metro

- Our extensive branch network allows us to provide banking services to different types of customers across India
- We offer a full range of banking products and services including short-term and long-term deposits, secured and unsecured loans, internet banking, credit cards, life insurance, merchant banking, agricultural banking products and project finance loans

## Customer Base

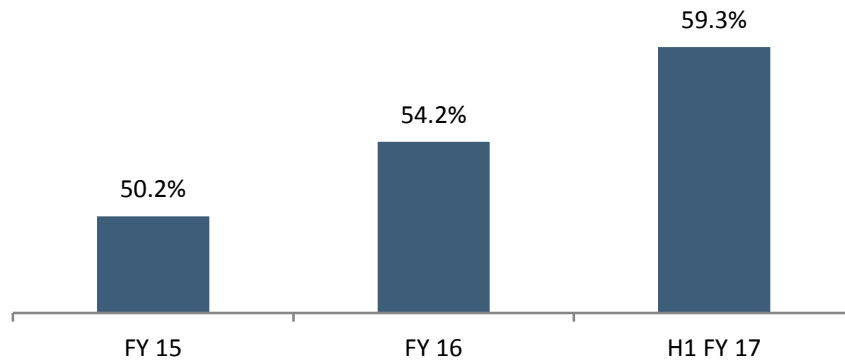


## Specialized Branches Focusing On Niche Areas

SME Branches	166
Prime Corporate Branches	12
Mid-corporate Branches	26
Asset Recovery Management Branches	21
Others	62
<b>Total</b>	<b>287</b>

As on Nov 30, 2016

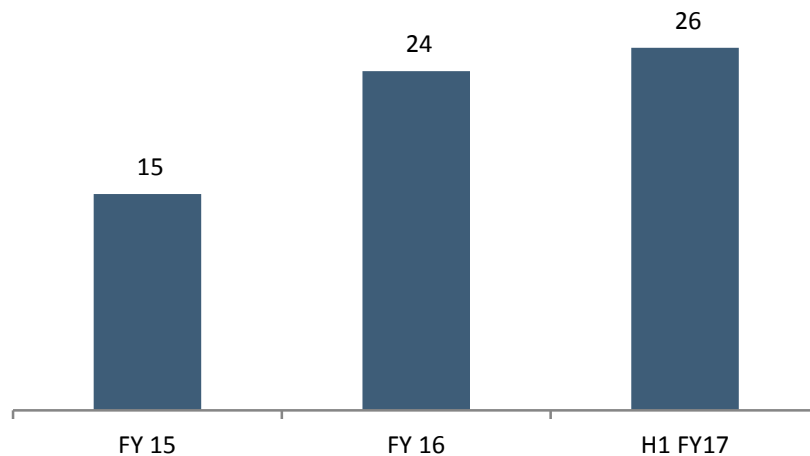
### E-Transactions As A % Of Total Transactions



- Bank's emphasis on promoting digital technology has led to significant increase in the number of e-transactions

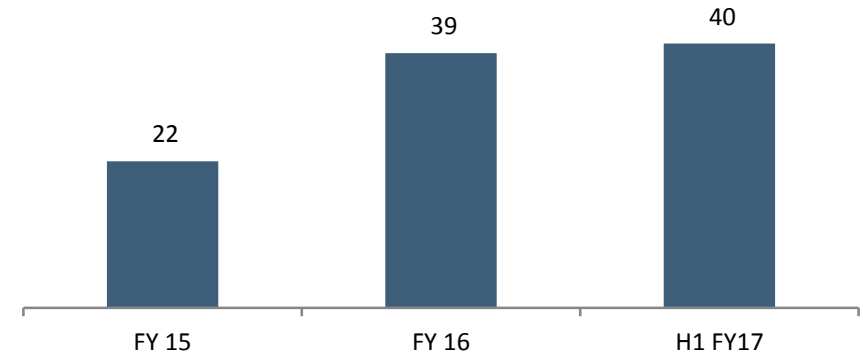
### Internet Banking Customers

In lakhs



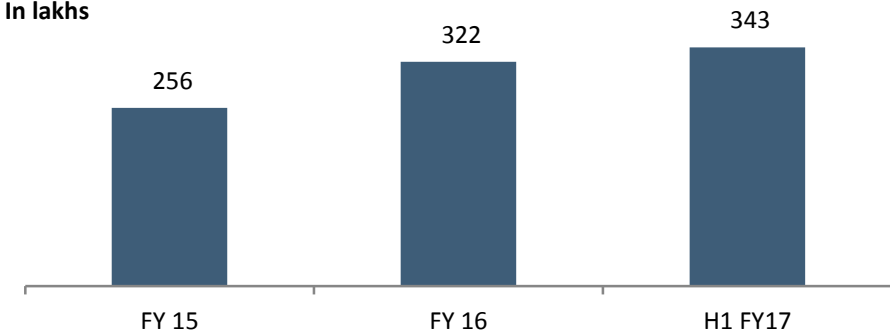
### Mobile Banking Customers

In lakhs



### Debit & Credit Cards Customers


In lakhs




- Credit and debit cards (global & domestic) issued in association with VISA, Master Card and NPCI (only for debit cards)
- Established network of 4,167 merchants and 10,309 ATMs as of November 30, 2016

## Technology Driven Bank - Key Technology Initiatives


### Mobile Based Solutions

- 
- + Canara Swipe (Missed call solutions in single app)
  - + eMpower (Bank's UPI App)
  - + Canara Cart (Umbrella app - all mobile based apps)
  - + Canara mServe (Blocking/Unblocking of cards & other services)
  - + Canara e-Infobook (e-Passbook) & Canara m-Wallet
  - + SMS Solutions (Balance enquiry etc)


### Digital Solutions

- 
- + Canara easyCash (cash withdrawal facility for migrant population)
  - + eKYC for Biometric, Aadhaar based KYC Biometric access for lockers
  - + Online application for SB accounts & PPF accounts
  - + Aadhaar number registration through online banking and ATMs

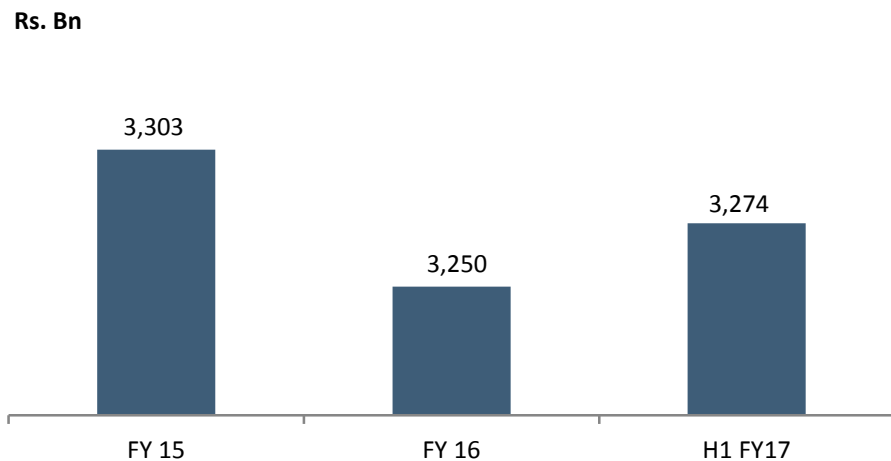
### Data Security Initiatives

- 
- + Data Centre in Bangalore
  - + Disaster Recovery Centre in Mumbai to prevent and reduce business interruption and data loss in case of disasters
  - + "Near Site" Disaster Recovery Centre in Bangalore to achieve near zero data loss

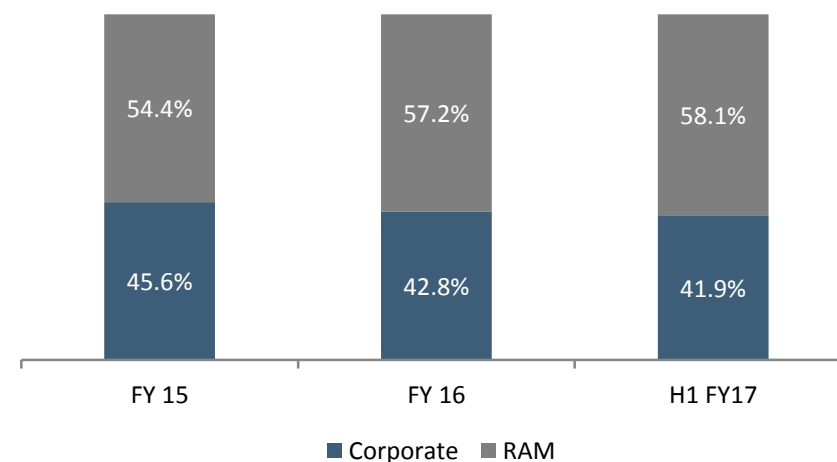
### Other Initiatives

- 
- + Canara Geo Locate (Mobile app for locating branch and ATMs)
  - + Green Pin (Generation of ATM Pin by customers themselves)
  - + Periodical conduct of Disaster Recovery drills to ensure readiness to face any untoward events

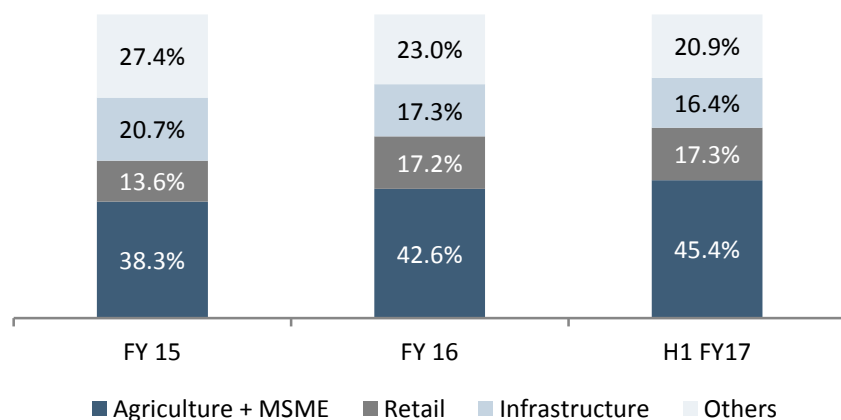
## Net Advances



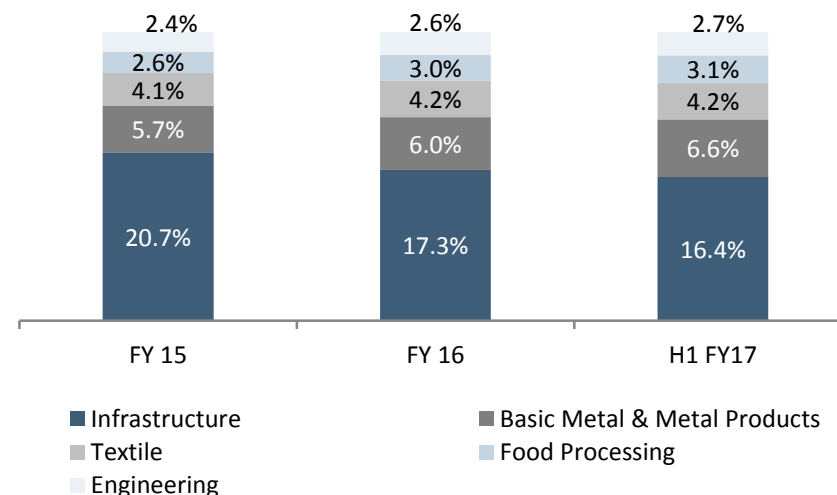
## Net Advances Profile\*



## Thrust On Growing Retail Book\*

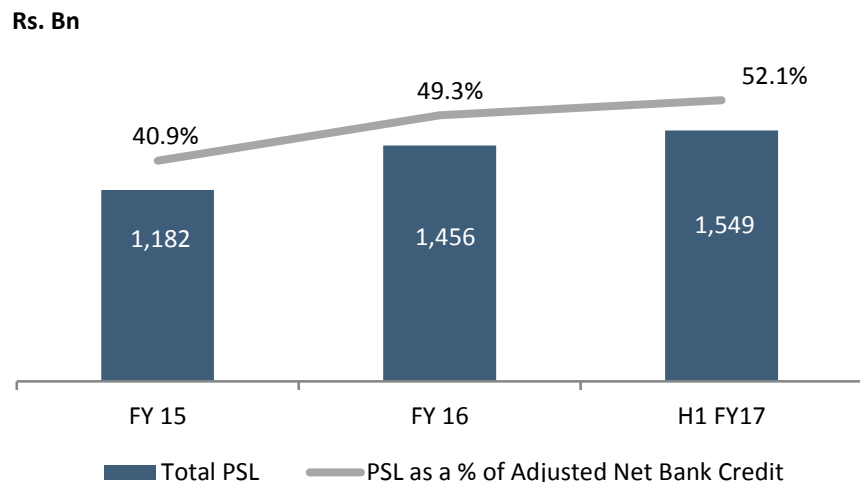


## Top 5 Industries Wise Gross Loan Portfolio\*

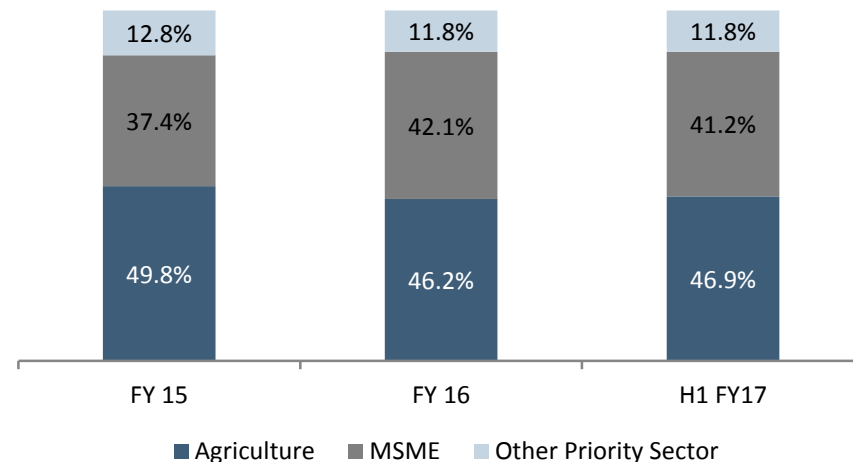


\* On a standalone basis

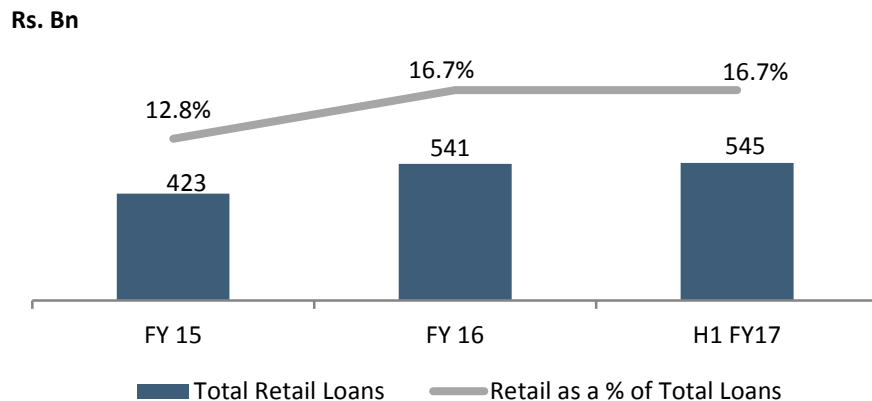
## Priority Sector Loans



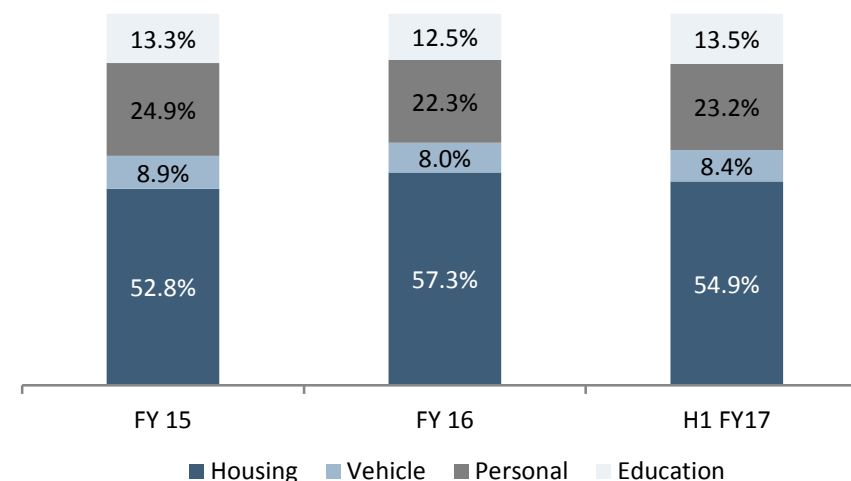
## Priority Sector Loans



## Retail Advances

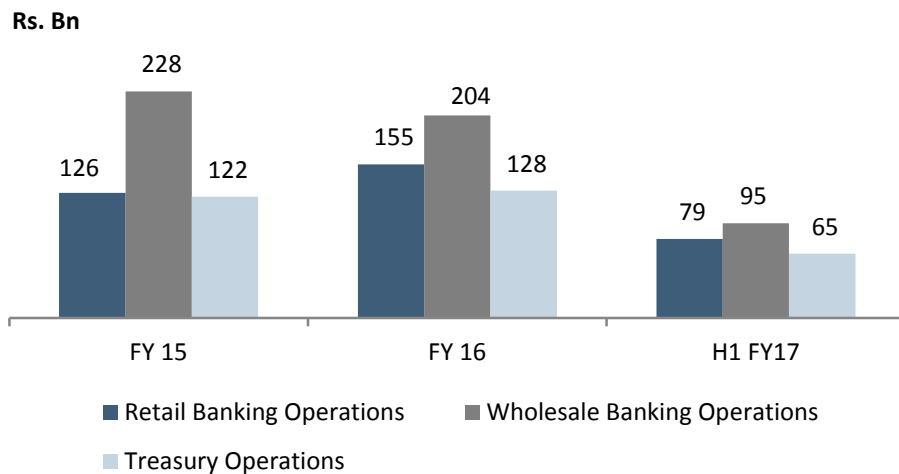


## Retail Advances

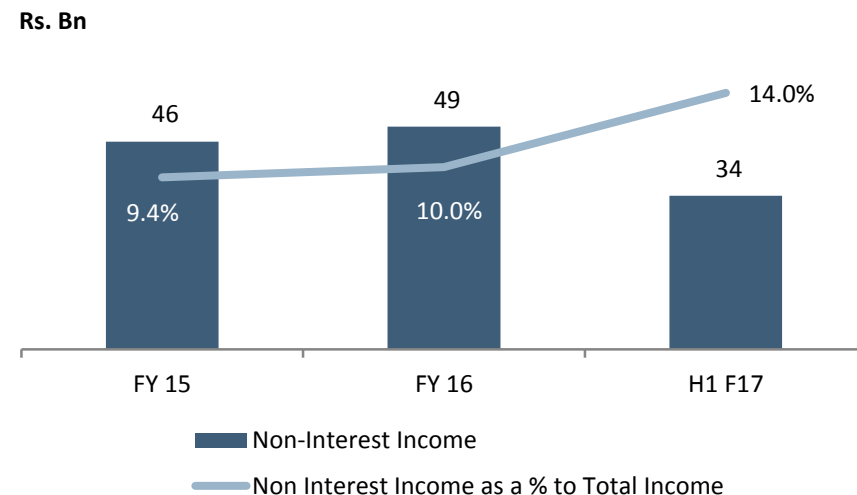


► We deliver retail products through our Retail Asset Hubs and retail lending marketing teams at major cities across India

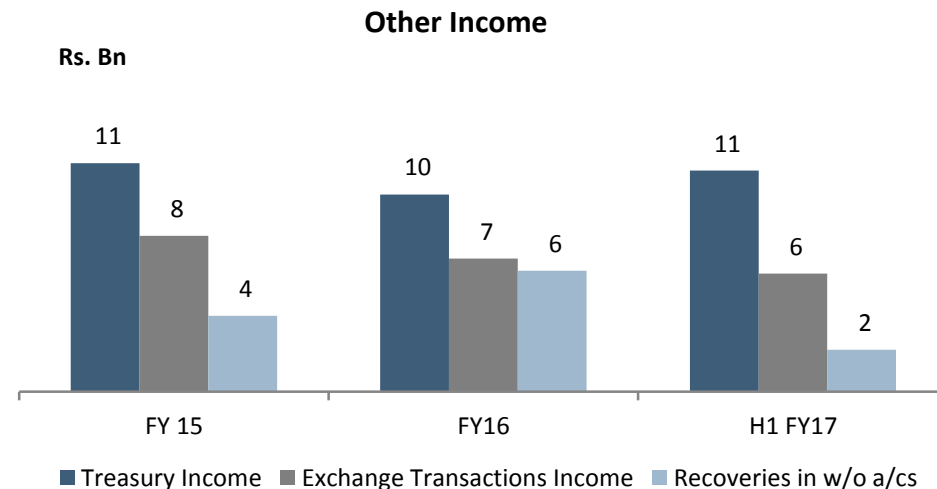
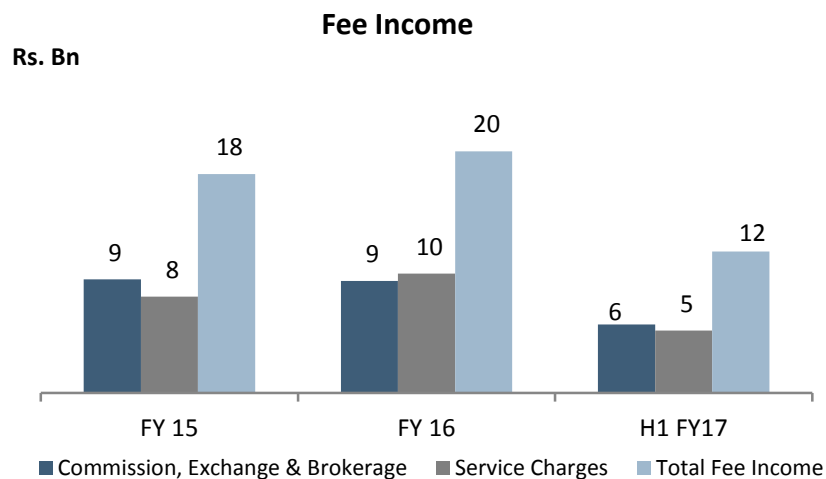
### Revenue From Different Business Segments



### Non Interest Income As A % Of Total Income\*



### Non Interest Income\*



\* Standalone





## Third Party Products Tie-ups

- ~ Tie up with Canara HSBC OBC Life Insurance and Canara Robeco Asset Management Company for cross selling
- ~ Tie up with United India Insurance to sell non-life insurance policies
- ~ Corporate Agency agreement with Apollo Munich Health Insurance for marketing of health insurance products
- ~ Corporate Agency agreement with Export Credit Guarantee Corporation for marketing of export policies



## Depository Participant Services

- ~ Serving as a Depository Participant of National Securities Depository Limited since 1997
- ~ Network of 47 DP service centres spread across 33 locations in India as of November 30, 2016



## Government Banking

- ~ Handle various government business products like direct and indirect tax collections, salary and pension payments etc
- ~ We market PPF scheme, pension accounts, e-transactions, e-payment of taxes and e-stamping business to improve government business



## Retail Selling of Government Securities

- ~ We sell Government Securities on a retail basis through our branches
- ~ Value G-Secs at market prices declared by FIMMDAI for securities held in HFT and AFS categories



## Agriculture Innovation Centre

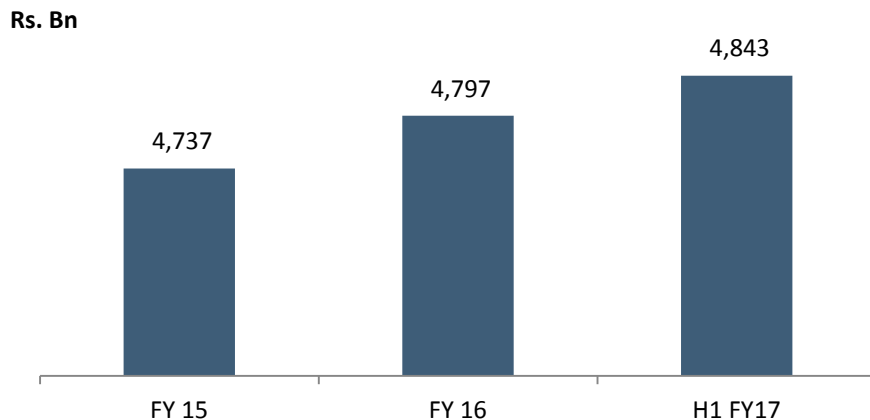
- ~ Agriculture Innovation Centre (AIC) is the first consultancy service centre for agriculture and related activities
- ~ AIC facilitates modernization of agriculture activities and businesses and appraises agriculture based projects
- ~ Since its establishment in 1988, AIC has appraised more than 1,670 projects with a project cost of Rs. 8,233 crores as of November 30, 2016



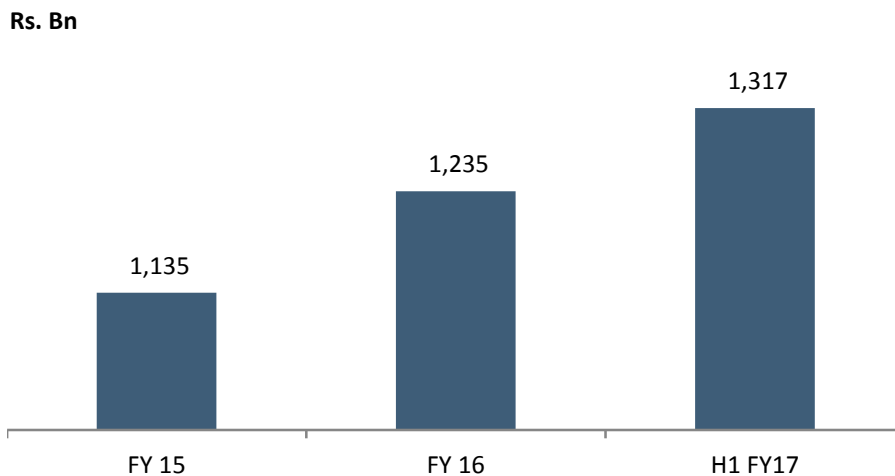
## Food Credit

- ~ One of the consortium members in extending food credit to Food Corporation of India
- ~ We play a significant role in safeguarding the interest of farmers and financing food credit through FCI

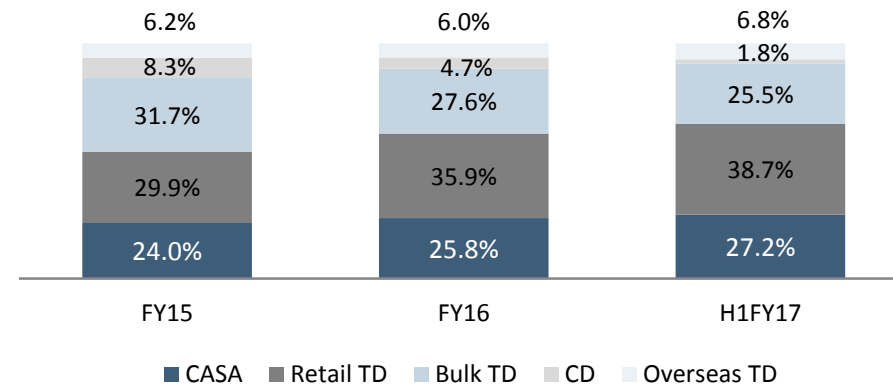
## Deposits



## CASA Deposits



## Deposit Profile – Reducing Reliance On Bulk Deposits



Post demonetization CASA stands at 32.1% as of December 31, 2016

## Liquidity Coverage Ratio

Financial Year	Minimum Requirement	Maintained by Bank
FY 2015-16	CY 2015	60%
	CY 2016	70%
H1 FY 2016-17	CY 2016	70%
		84.92%
		99.74%



**T N Manoharan, Chairman**

- Around two decades of experience in the banking industry
- Chairman of the Committee on Education and Centre for Excellence of South Asian Federation of Accountants for the year 2004
- Conferred with the "Padma Shri" by the President of India in 2010



**Uma Shankar, RBI Nominee Director**

- Chief General Manager, Department of Currency Management, RBI
- Acted as the Regional Director of RBI, Bangalore
- Served on the boards of Corporation Bank and UCO Bank



**Dina Bandhu Mohapatra, Executive Director**

- Has over 31 years of experience in various areas of banking
- Was the head of Hong Kong and Singapore branches of the Bank of India



**Harideesh Kumar B, Executive Director**

- Over 38 years of experience working in banks across the country
- Was in charge of Vijaya Bank's regional offices at Chandigarh, Bangalore and Delhi
- Was the General Manager of Vijaya Bank's Delhi region



**Suchindra Misra, Government Nominee Director**

- Joint Secretary at the Department of Financial Services, Ministry of Finance
- Holds a Bachelor's degree in Science and a Postgraduate Diploma in Business Management in Marketing and Finance



**P V Bharathi, Executive Director**

- Over 30 years of banking experience
- Certified associate of the Indian Institute of Bankers
- Member of the Board of Directors of Canbank Venture Capital Ltd., Can Fin Homes Ltd., Canara HSBC OBC Life Insurance Co Ltd.



**Krishnamurthy H, Shareholder Director**

- Chief Research Scientist at the Indian Institute of Science, Bengaluru
- Holds a Masters degree in Engineering
- Keen interest in banking technologies



**Rakesh Sharma, MD & CEO**

- Over 30 years of experience in the Banking industry
- Was associated with SBI as Chief General Manager and was the head of mid-corporate accounts in the Andhra Pradesh region
- Held the post of MD & CEO of Lakshmi Vilas Bank



**Venkatachalam Ramakrishna Iyer, Shareholder Director**

- Retired Deputy Managing Director of State Bank of India
- Nominee Director of SBI in Usha Martin Limited, Kolkata
- Was the Nominee Director on the board of SBI General Insurance Company Limited and SBI Global Factors Private Limited

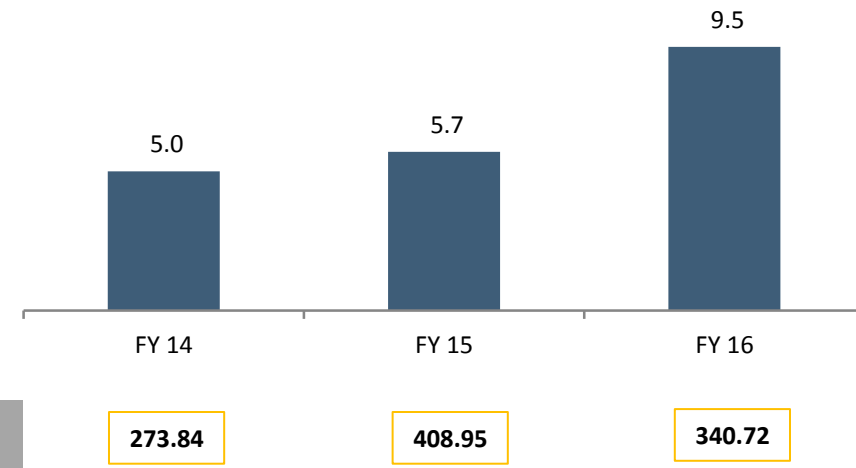


**Mahadev Nagendra Rao, Shareholder Director**

- Retired Deputy Managing Director of the State Bank of India
- Worked as the MD & CEO of SBI Life Insurance Company Limited
- Independent director of IDBI Federal Life Insurance Company

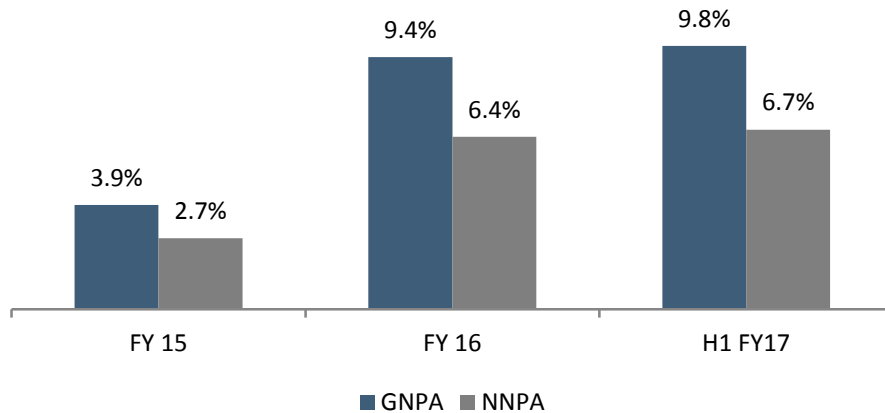
## Capital Infusion By Government Of India

Rs. Bn



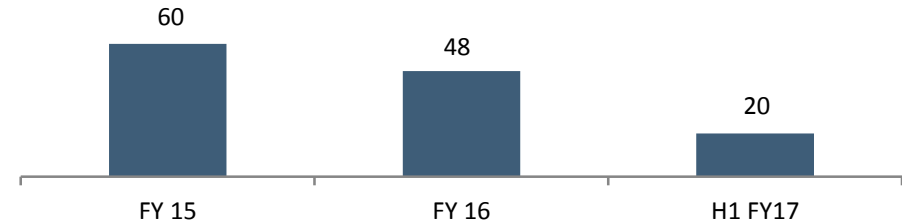
- 1 CANARA BANK OVERVIEW
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## GNPA & NNPA



## Cash Recoveries

Rs. Bn

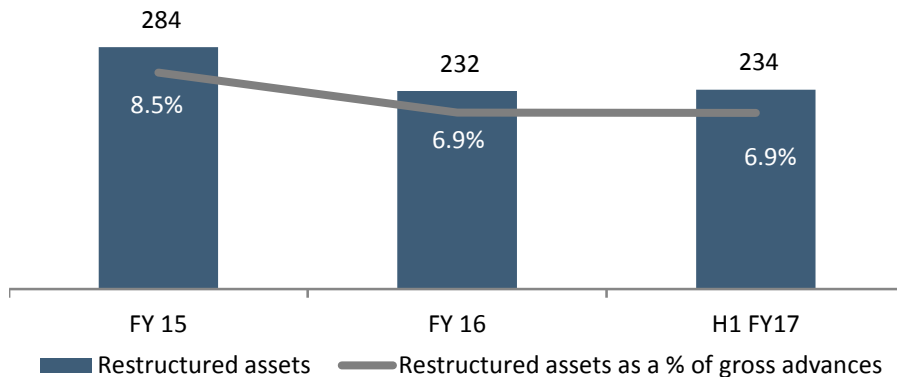


We have taken several initiatives to contain slippages and increase recoveries as mentioned below:

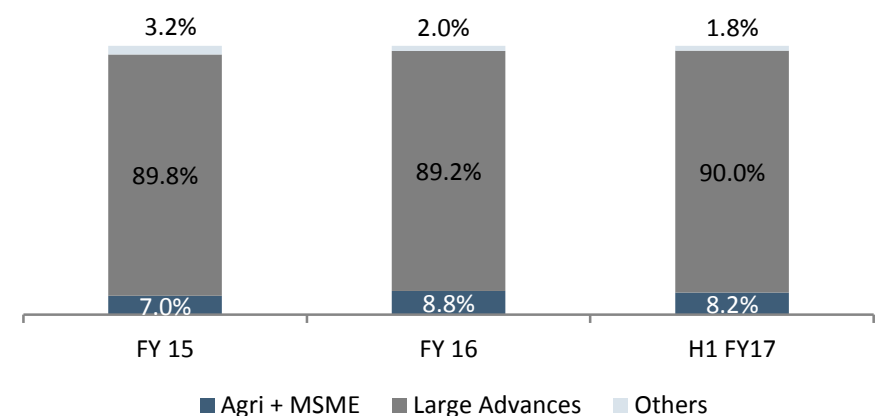
- Identification of stressed a/cs for restructuring in time
- One Time Settlement sessions
- Regular follow-up of overdues in loan a/cs
- E-auction for the sale of seized assets and stringent recovery measures against willful defaulters

## Outstanding Restructured Asset Portfolio

Rs. Bn



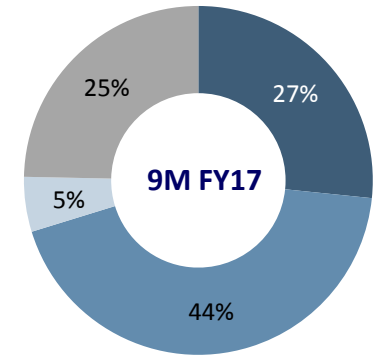
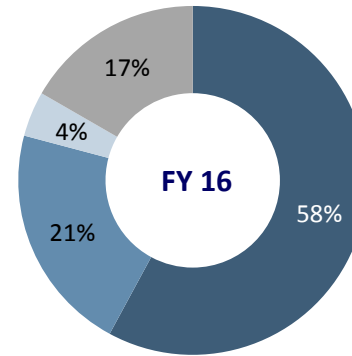
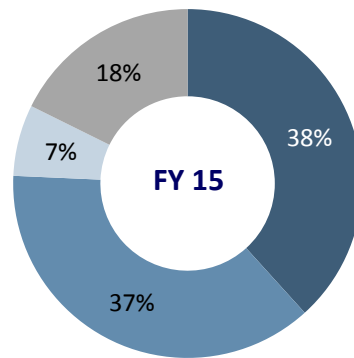
## Sector Wise Restructured Assets



Others includes restructured Housing Loans also

## Sector Wise NPA Slippages As A % To Total Slippages

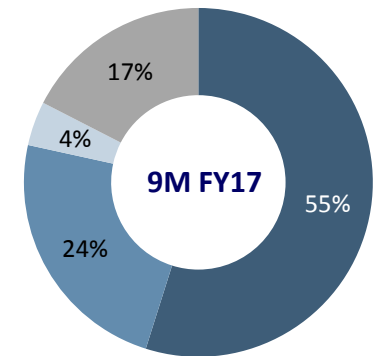
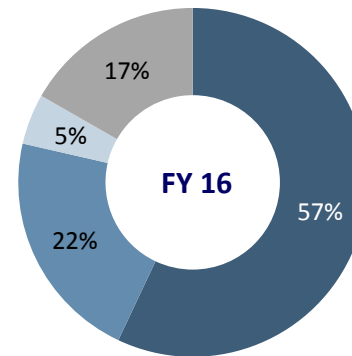
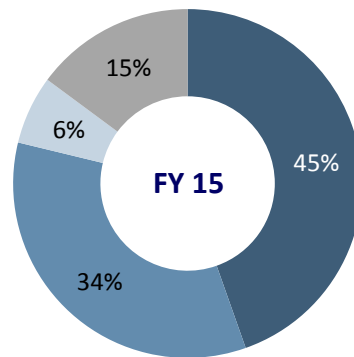
Stabilizing Slippages Ratio	
Fiscal Year	Total Slippages (in Rs. bn)
FY 15	108.7
FY 16	247.2
9M FY17	85.5



Legend: Large Industries (Dark Blue), Agri + MSME (Medium Blue), Medium Industries (Light Blue), Others (Grey)

## Sector Wise NPA Outstanding As A % To Total NPA

Fiscal Year	Total NPA outstanding (in Rs. bn)
FY 15	130.4
FY 16	316.4
9M FY17	343.4



Legend: Large Industries (Dark Blue), Agri + MSME (Medium Blue), Medium Industries (Light Blue), Others (Grey)

1 CANARA BANK OVERVIEW

2 KEY INVESTMENT HIGHLIGHTS

3 ASSET QUALITY

4 GROWTH STRATEGIES







**THANK YOU**

# **ANNEXURES**

## Balance Sheet Summary

In Rs. million

	FY15	FY16	H1 FY17
Cash & Balances with RBI	219,768	206,650	205,351
Balances with Bank & Money at Call & Short Notice	266,708	360,787	428,609
Investments	1,521,217	1,524,698	1,522,588
Advances	3,302,939	3,249,924	3,274,351
Fixed Assets	69,699	72,058	7,1745
Other Assets	205,244	223,132	235,463
<b>Total Assets</b>	<b>5,585,575</b>	<b>5,637,249</b>	<b>5,738,108</b>
Paid-up Capital	4,752	5,429	5,429
Reserves & Surplus	320,165	318,667	324,821
Deposits	4,737,249	4,797,489	4,843,383
Borrowings	25,7628	269,634	255,868
Other Liabilities and Provisions	261,994	241,537	303,989
<b>Total Liabilities</b>	<b>5,585,575</b>	<b>5,637,249</b>	<b>5,738,108</b>

## Profit & Loss Account Summary

			In Rs. million
	<b>FY15</b>	<b>FY16</b>	<b>H1 FY17</b>
Interest Earned	438,134	44,039	206,363
Interest Expended	341,331	342,629	188,693
Net Interest Income	96,802	97,765	17,670
Other Income	47,334	51,313	34,477
Operating Income	144,137	149,078	52,147
Operating Expenses	72,660	75,919	41,897
Operating Profit	29,310	(25,351)	40,250
<b>Net Profit</b>	<b>28,647</b>	<b>(26,070)</b>	<b>7,126</b>

## Key Ratios

	<b>FY15</b>	<b>FY16</b>	<b>H1 FY17</b>
Earnings Per Share (Basic)	62.1	(46.7)	13.1
Earnings Per Share (Diluted)	62.1	(46.7)	13.1
Return on Net Worth	10.6%	(9.7)%	5.2%
Return on Assets	0.6%	(0.5)%	0.3%
Net Asset Value Per Share (in Rs.)	584	510	501
CRAR	10.6%	11.1%	12.2%
Tier 1 Ratio	8.0%	8.8%	8.9%